



One World Logistics Ltd.

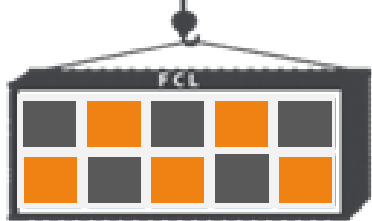
Last mile specialists

# Total Transport Systems Limited

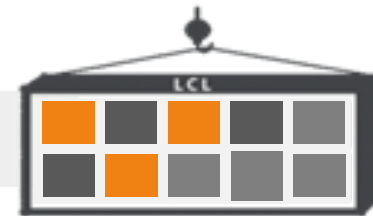
## Result Update Presentation

Q4 & FY22





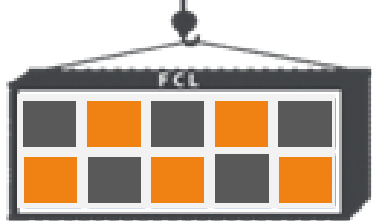
## Disclaimer



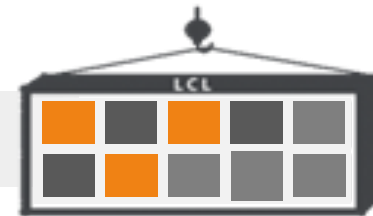
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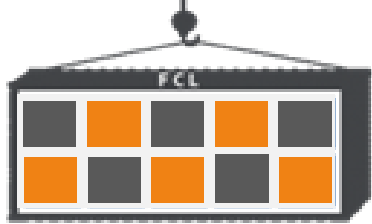
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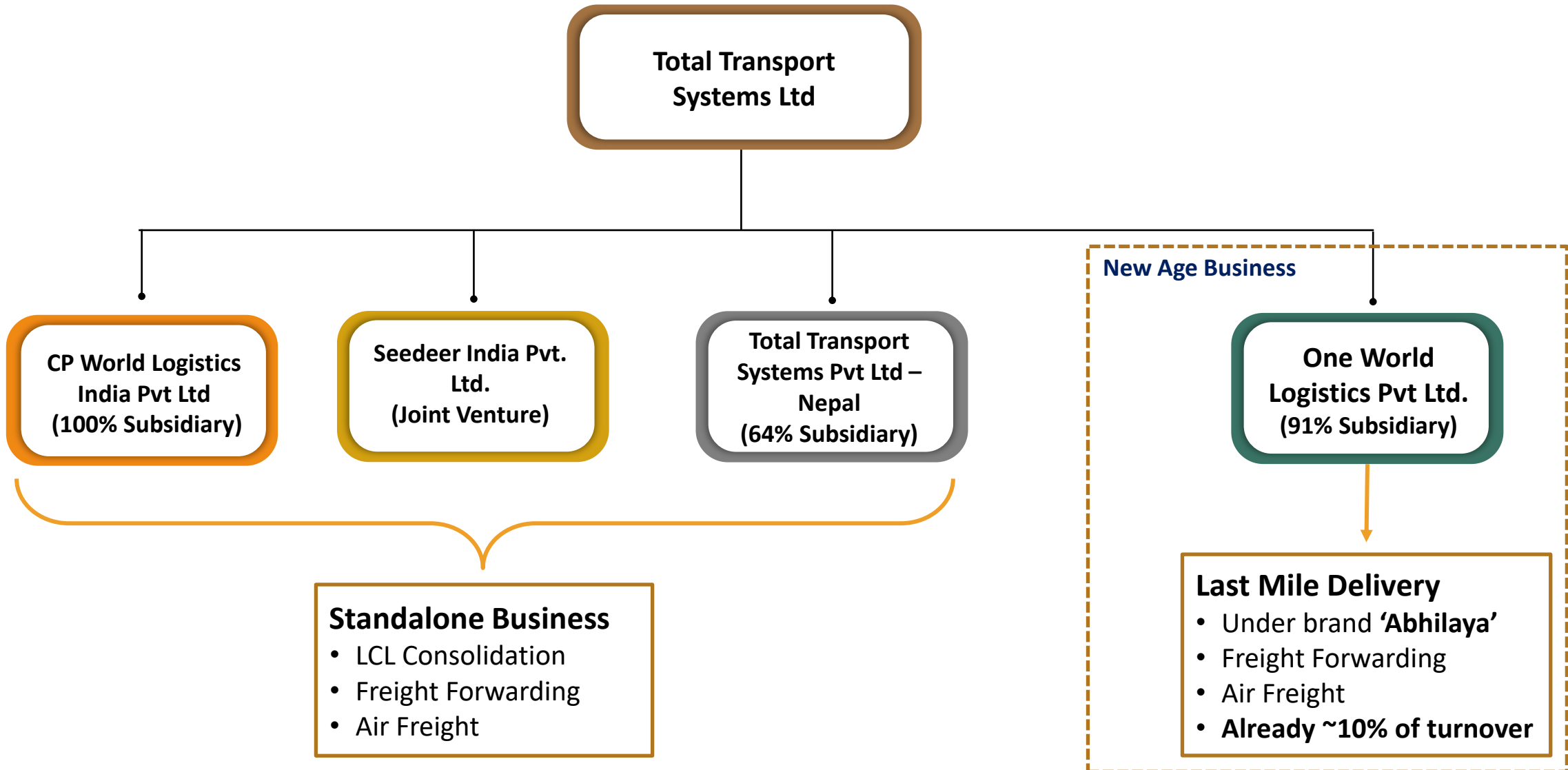
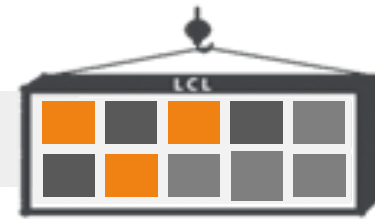
**Company Overview**

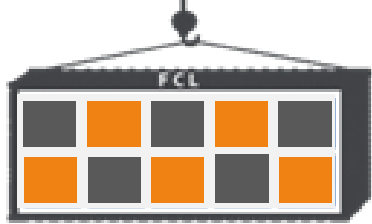
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**Business Overview**



# Group Structure





# Executive Summary



## Overview

- Incorporated in 1994 - among reputed players in Indian Logistics Industry
- Represents world's 5th largest consolidators network named "iCargo Alliance" formed along with CP World Group and Fang Cheng International Transportation Services Co. Ltd. of China - access to over 89 countries across 1,100 locations with 166 offices globally
- Member of IATA, FIATA i.e., International Federation of Freight Forwarding Association, Bombay Overseas Freight Brokers Association, Federation of Freight Forwarder's Associations in India, Consolidators Association of India and AMTOI

## Marquee Clients

- **Domestic** - TATA Motors Ltd., Reliance Industries Ltd., Raymonds Group, IPCA Labs, Cadila Pharmaceuticals Ltd., Axis Electrical Components, etc.
- **International** - Dachser Intelligent Logistics, Hellman, Agility, DHL, Schenkers, etc.

## Business Segments

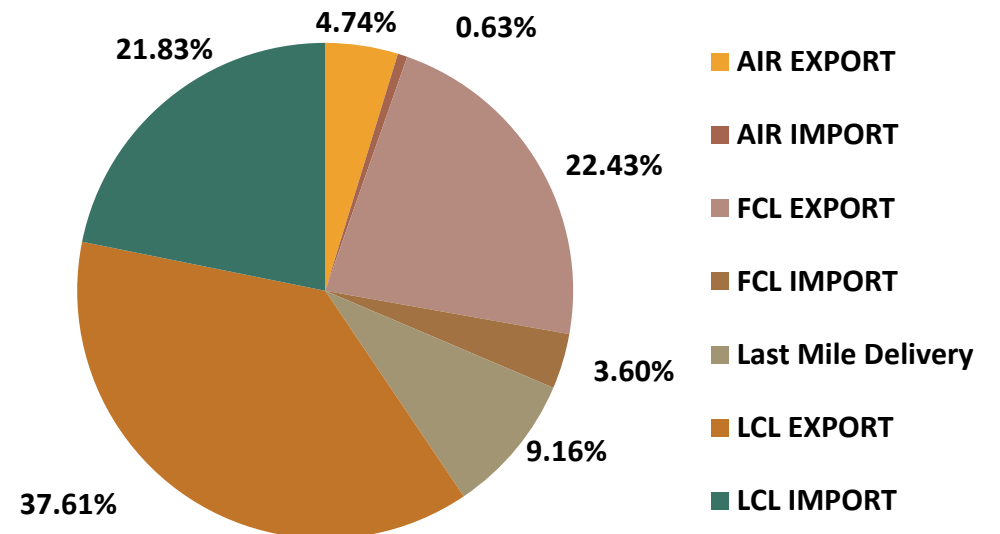
Cargo Consolidation  
(LCL & FCL)

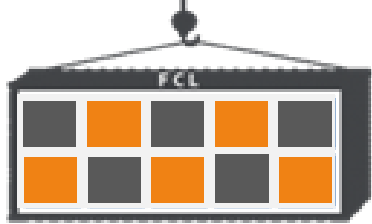
Freight Forwarding

Air Freight

Last Mile Delivery

Total Revenue (Rs. In Cr)





# One World Logistics Pvt Ltd



## New Business Segment

- Started Last Mile business in the first six months itself tied with prominent E-Commerce platforms like Amazon, Flipkart, FedEx & SpiceJet since October 2018
- New additions to last mile delivery – 80 ODH for Flipkart, 4 for Jio Mart, TataCliq & Snapdeal

## “Abhilaya”

- Operated under brand “Abhilaya”
- India’s fast growing on-demand last-mile delivery solution provider offering tech-enabled delivery solutions for E-commerce, Restaurants, FMCG, Pharma and online & offline retailers

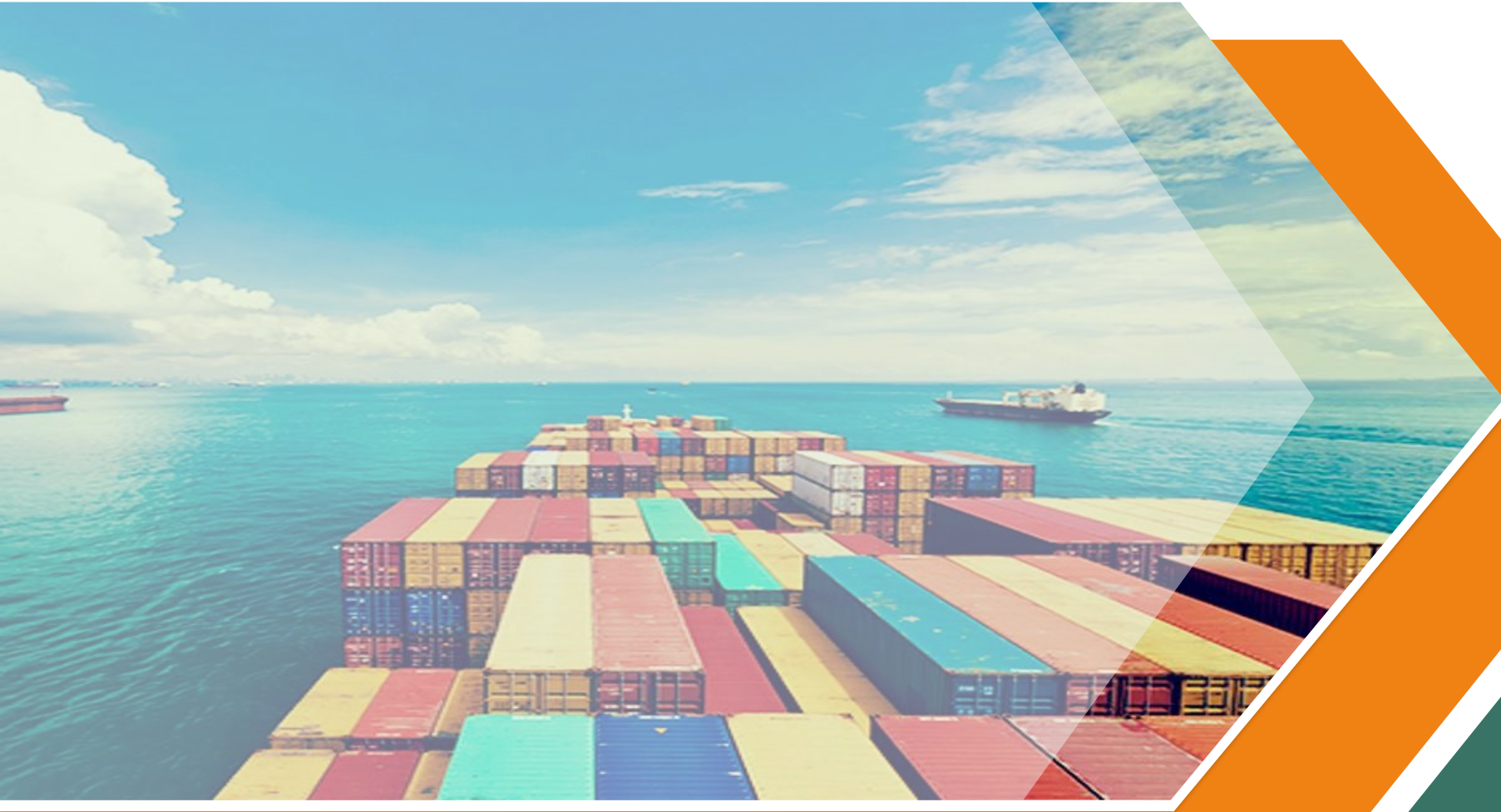
22M+ Shipments

2000+ Trained Associates

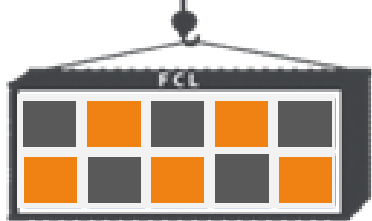
1500+ Vehicles

800+ Pin Codes

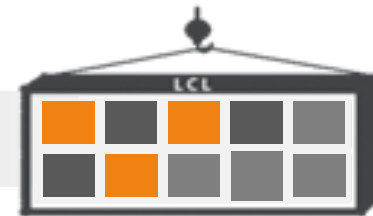




## Consolidated Financial Performance



## Managing Director's Message– Q4 & FY22



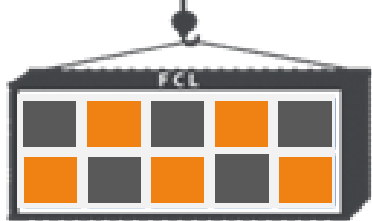
**Commenting on the results, Mr. Makarand Pradhan, MD, Total Transport Systems Ltd. said:**

*“We are happy to announce that the Company has produced good set of numbers for FY22 on the back of enormous efforts put in by the team. in Q4 FY22 we recorded revenue of Rs. 172.26 crores with EBITDA and PAT of Rs.3.97 crores and Rs. 1.73 crores respectively and for full year ended 31st March 2022 we recorded revenue of Rs. 583.23 crores with EBITDA and PAT of Rs. 16.42 crores and Rs. 9.12 crores respectively. We are hopeful to see such kind of growth in the forthcoming quarters as well.*

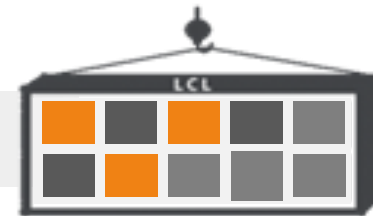
*The Company is focusing on Abhilaya – last mile delivery to further expand its business and develop a business segment which is need of the hour with increasing e-commerce and online facilities. This gives the Company a better edge over other logistics service providers.*

*I would like to thank the entire team of TTSL for their untiring efforts, hard work, sincerity and dedication. Also, I would like to thank our valued Stakeholders, whose support and faith in our Company has given us the determination and ambition to set and achieve higher benchmarks.”*

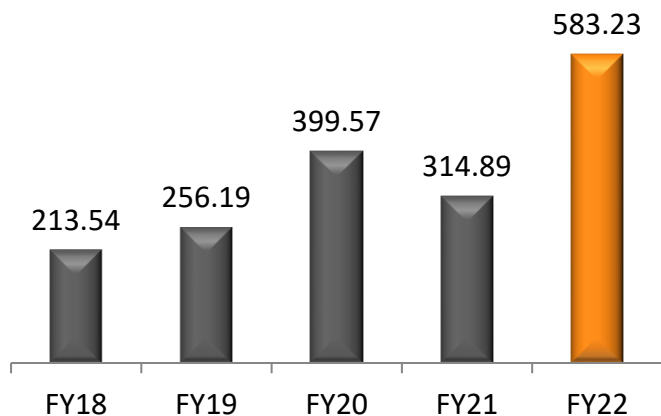




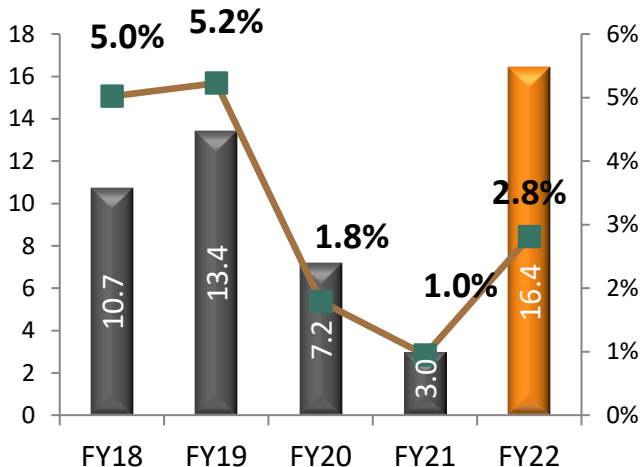
# Consolidated Annual Highlights



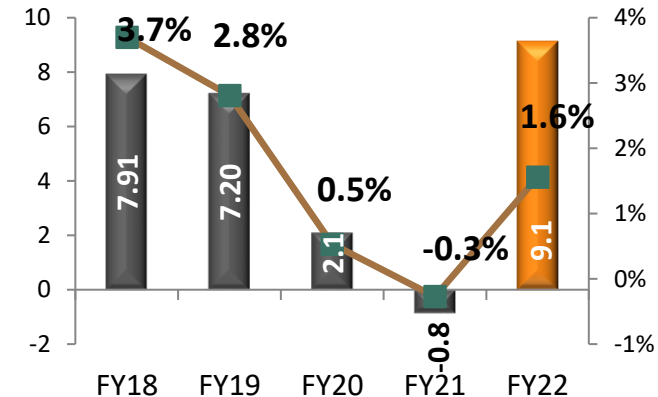
### Revenue (Rs. Cr)



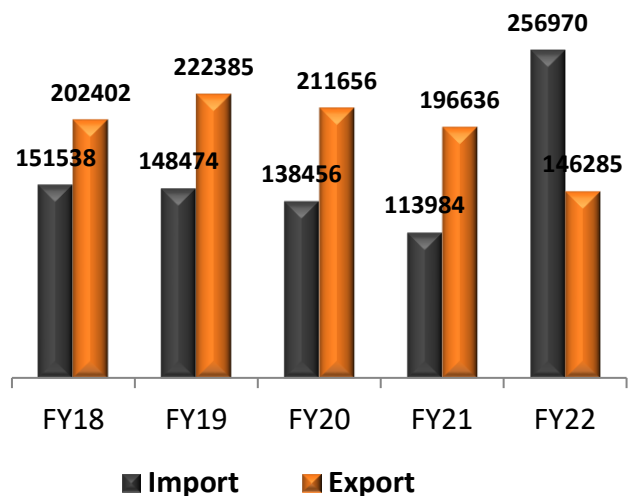
### EBITDA (Rs. Cr) / Margin (%)



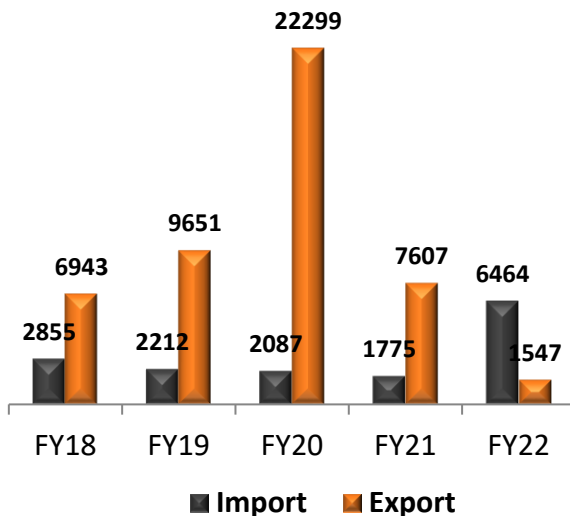
### PAT (Rs. Cr) / Margin (%)



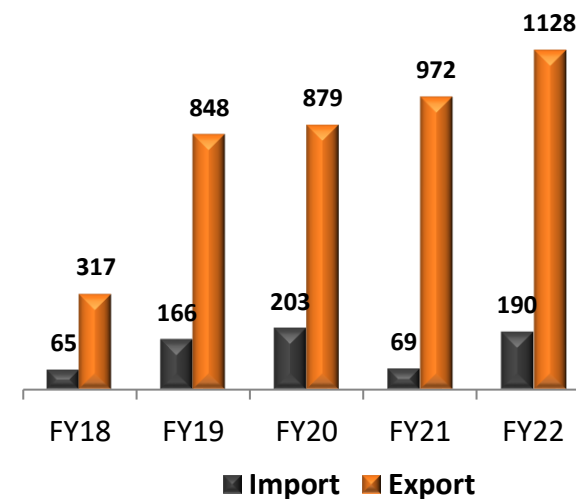
### Consolidation (cbms)

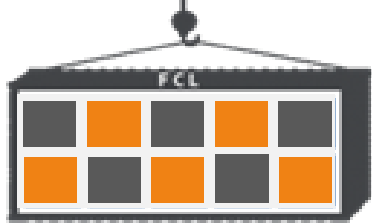


### Freight Forwarding (TEUs)



### Air Freight (Tons)

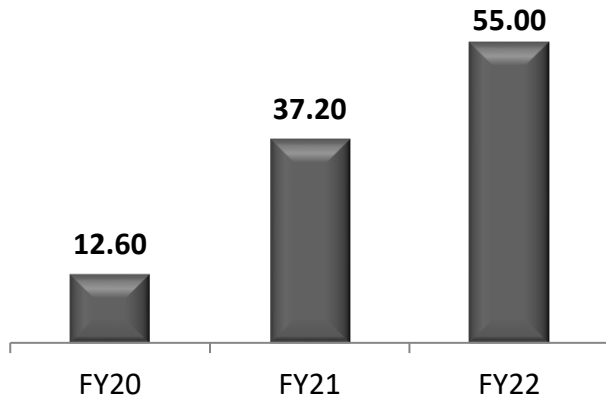




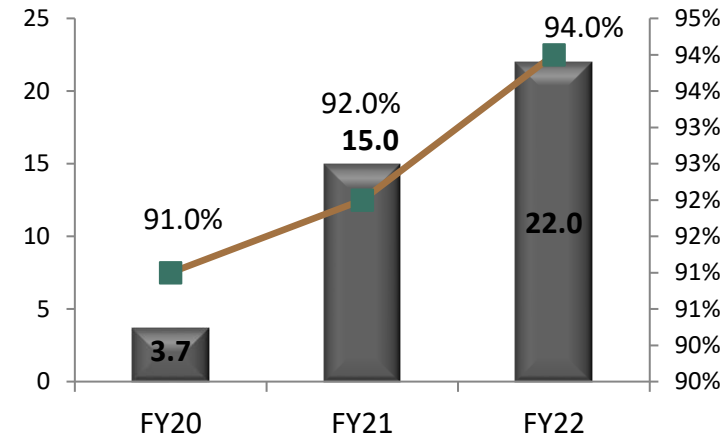
# One World Logistics - Highlights



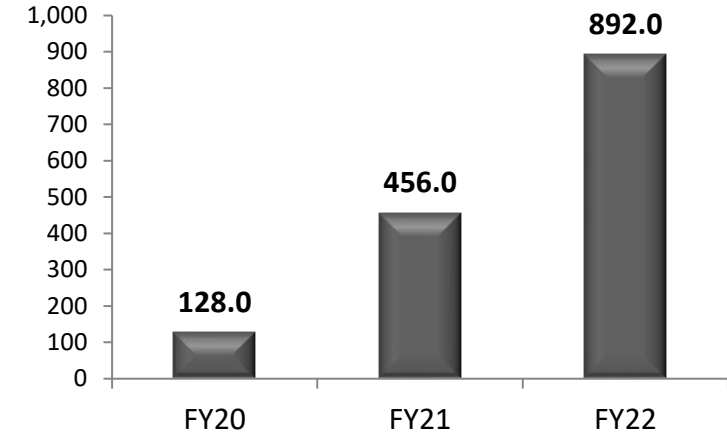
### Revenue (Rs. Cr)



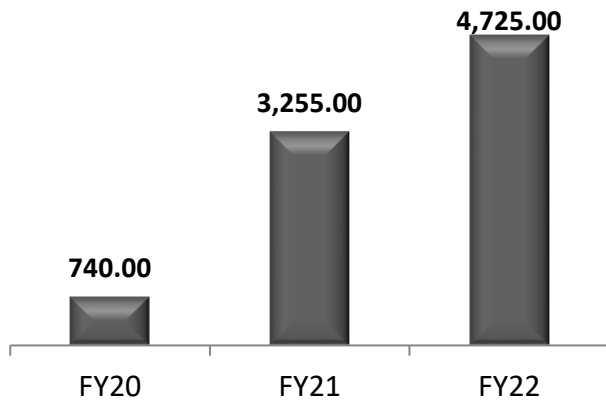
### No. of Shipments (in mn) / Delivery Conversion



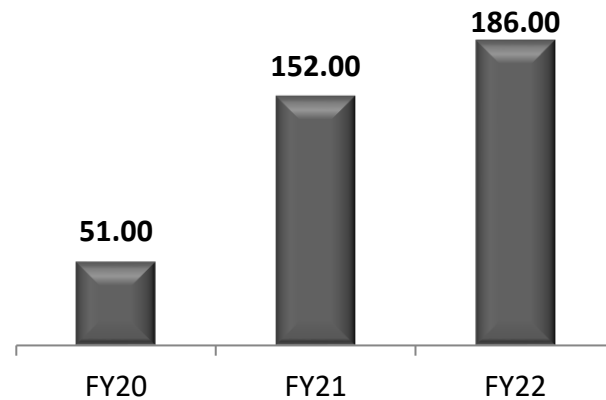
### No. of Pincodes Served



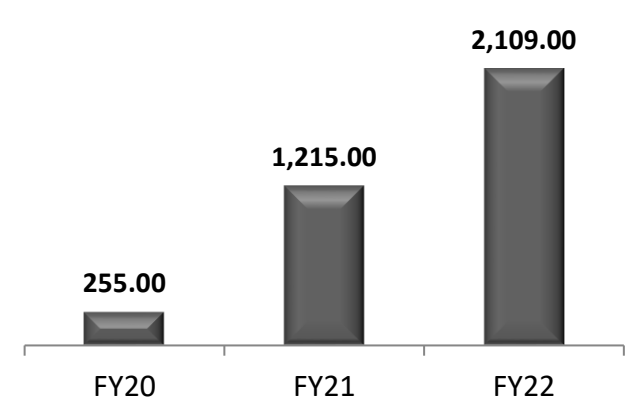
### Gross Merchandise Value (Rs. Cr)

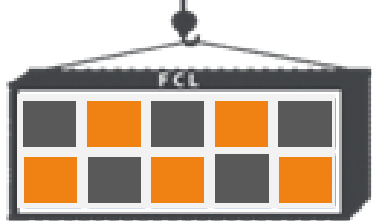


### No. of Stations

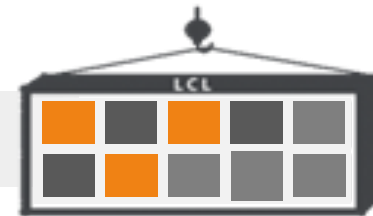


### No. of Associates





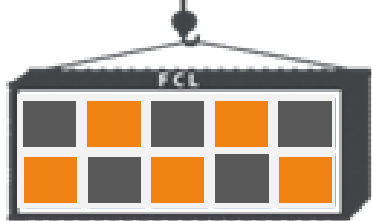
## Consolidated Income Statement – Quarterly



Particulars (Rs. Cr.)	Q4 FY22	Q4 FY21	Y-o-Y (%)	Q3 FY22
Revenue from operations	172.26	95.96		169.45
Other Operating income	0.00	0.00		0.00
<b>Total income</b>	<b>172.26</b>	<b>95.96</b>	<b>79.51%</b>	<b>169.45</b>
Employee Cost	9.05	5.85		8.00
Operating expenses	159.24	87.32		157.12
<b>Total Expenditure</b>	<b>168.29</b>	<b>93.17</b>	<b>80.63%</b>	<b>165.12</b>
<b>EBITDA</b>	<b>3.97</b>	<b>2.79</b>	<b>42.18%</b>	<b>4.34</b>
<b>EBITDA Margin %</b>	<b>2.31%</b>	<b>2.91%</b>	<b>(60 bps)</b>	<b>2.56%</b>
Other Income	0.06	0.23		0.29
Depreciation	0.49	0.23		0.36
Finance Cost	0.58	0.60		0.55
Exceptional Item	0.00	0.00		0.00
Share of (profit)/loss from investment in associate	0.00	(0.04)		(0.02)
<b>Profit Before Tax</b>	<b>2.96</b>	<b>2.16</b>	<b>37.08%</b>	<b>3.71</b>
Tax	1.22	0.72		1.01
<b>Profit After Tax</b>	<b>1.73</b>	<b>1.44</b>	<b>20.28%</b>	<b>2.70</b>
<b>PAT Margin</b>	<b>1.01%</b>	<b>1.50%</b>	<b>(49 bps)</b>	<b>1.59%</b>
<u>Total Comprehensive Income</u>				
Minority Interest	(0.12)	0.01		(0.01)
Other Comprehensive Income	(0.15)	(0.27)		(0.02)
<b>Net Profit</b>	<b>1.71</b>	<b>1.16</b>	<b>46.87%</b>	<b>2.69</b>
<b>Net Profit Margin</b>	<b>0.99%</b>	<b>1.21%</b>	<b>(22 bps)</b>	<b>1.59%</b>
<b>Basic EPS Rs.</b>	<b>1.21</b>	<b>1.01</b>	<b>19.80%</b>	<b>1.89</b>

### Q4 FY22 vs Q4 FY21

- Increased freight rates due to vessel unavailability, port congestion, and such other factors due to COVID as well as margins and more focus on FCL business compared to Q4 FY21 resulted in higher growth in revenue
- Increase in EBITDA mainly due to volume boost leading to higher revenue



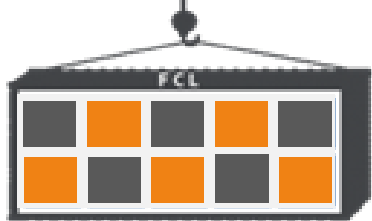
## Consolidated Income Statement – Annual



Particulars (Rs. Cr.)	FY22	FY21	Y-o-Y (%)
Revenue from operations	583.23	314.89	
Other operating income	0.00	0.00	
<b>Total income</b>	<b>583.23</b>	<b>314.89</b>	<b>85.22%</b>
Employee Cost	30.75	20.66	
Operating expenses	536.07	291.23	
<b>Total Expenditure</b>	<b>566.81</b>	<b>311.89</b>	<b>81.73%</b>
<b>EBITDA</b>	<b>16.42</b>	<b>2.99</b>	<b>448.20%</b>
<b>EBITDA Margin %</b>	<b>2.81%</b>	<b>0.95%</b>	<b>186 bps</b>
Other Income	0.42	0.25	
Depreciation	1.34	0.92	
Finance Cost	1.95	2.30	
Exceptional Item	0.00	0.00	
Share of (profit)/loss from investment in associate	(0.05)	(0.07)	
<b>Profit Before Tax</b>	<b>13.50</b>	<b>(0.05)</b>	<b>27541.26%</b>
Tax	4.38	0.79	
<b>Profit After Tax</b>	<b>9.12</b>	<b>(0.84)</b>	<b>1184.51%</b>
<b>PAT Margin</b>	<b>1.56%</b>	<b>(0.27%)</b>	<b>183 bps</b>
<u>Total Comprehensive Income</u>			
Minority Interest	(0.12)	0.02	
Other Comprehensive Income	(0.17)	(0.27)	
<b>Net Profit</b>	<b>9.08</b>	<b>(1.13)</b>	<b>901.09%</b>
<b>Net Profit Margin</b>	<b>1.56%</b>	<b>(0.36%)</b>	<b>192 bps</b>
<b>Basic EPS Rs.</b>	<b>6.38</b>	<b>(0.59)</b>	<b>1181.36%</b>

### FY22 vs FY21 -

- Increased freight rates due to vessel unavailability, port congestion, and such other factors due to COVID as well as margins resulted in higher growth in revenue
- Increase in EBITDA mainly due to volume boost - Increase in freight rates has resulted to increase in selling rates. The operating costs too got optimised due to increased volumes

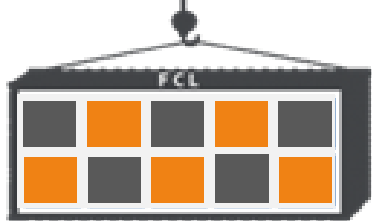


## Consolidated Balance Sheet as on 31<sup>st</sup> Mar'22



Particulars (Rs. Cr)	As on 31 <sup>st</sup> Mar 2022	As on 31 <sup>st</sup> Mar 2021
<b>Equity</b>	<b>54.32</b>	<b>46.14</b>
Equity Share Capital	14.31	14.31
Other Equity	40.30	31.70
Minority Interest	-0.29	0.13
<b>Non-current liabilities</b>	<b>7.73</b>	<b>8.37</b>
Long term borrowing	3.14	4.31
Deferred Tax Liabilities (Net)	0.00	0.00
Other non current Liabilities	0.00	0.00
Provisions	4.59	4.06
<b>Current liabilities</b>	<b>70.43</b>	<b>49.30</b>
Short term Borrowings	23.32	18.98
<u>Lease Liabilities</u>	0.08	
<u>Trade Payables</u>	-	-
a. Micro and Small Enterprises	0.12	0.06
b. Other than Micro and small Enterprises	32.49	21.28
Other Financial Liabilities	0.00	0.00
Other Current Liabilities	5.14	2.89
Provisions	9.28	6.09
Current Tax Liabilities ( Net )	0.00	0.00
<b>Total Equities &amp; Liabilities</b>	<b>132.47</b>	<b>103.81</b>

Particulars (Rs. Cr)	As on 31 <sup>st</sup> Mar 2022	As on 31 <sup>st</sup> Mar 2021
<b>Non-current assets</b>	<b>13.79</b>	<b>13.50</b>
PPE	9.50	8.05
Capital work-in-progress	0.09	0.00
Right of Use Assets	0.00	0.00
Other Intangible Assets	0.02	0.02
Intangible Assets under Development	0.00	0.13
Investments in subsidiaries and associates	0.00	0.05
Non Current Investments	0.38	0.07
Deferred Tax Assets/ (Liability)	1.13	1.08
Long term Loans & Advances	2.67	3.70
Other Non-Current Assets	0.00	0.41
<b>Current Assets</b>	<b>118.69</b>	<b>90.31</b>
Investments	0.60	
Trade Receivables	102.20	78.18
Cash & Cash Equivalents	6.11	3.51
Bank Balance other than Cash	2.63	0.43
Loans & Advances	0.78	0.57
Others	1.27	0.96
Other Non Current Assets	5.10	6.66
<b>Total Assets</b>	<b>132.47</b>	<b>103.81</b>



## Recent Developments

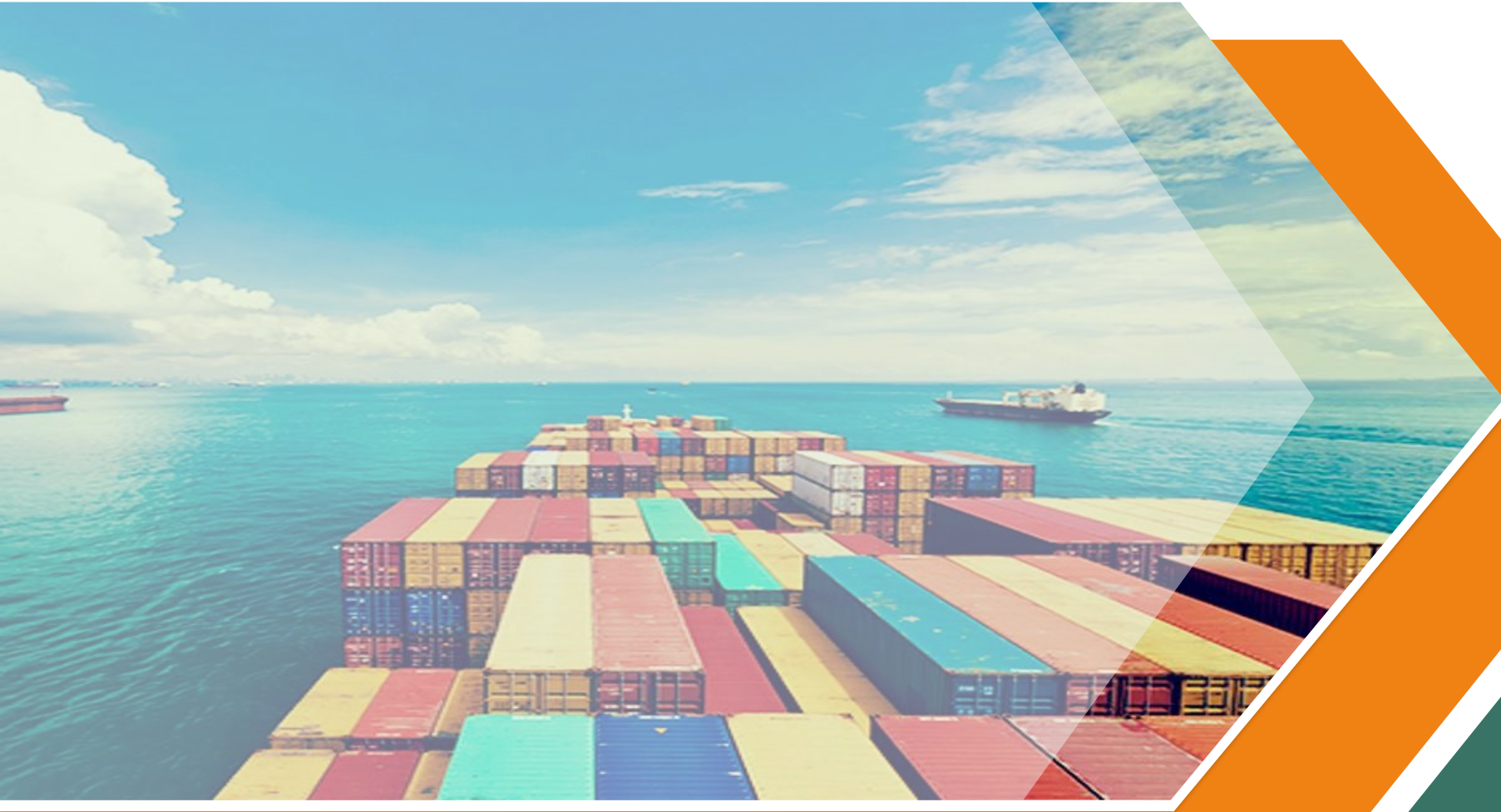


### TTSL:

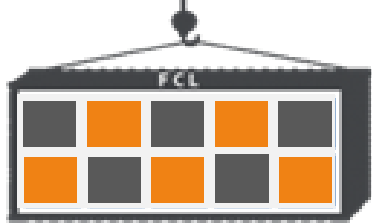
- Bagged a huge contract from Argentina for freight forwarding – adding 4,000 tonnes per month – exports from various ports of India to Argentina
- Was awarded “LCL Consolidators of the Year - Exports” Award from esteemed Daily Shipping
- Was also awarded “LCL Consolidator of the Year” Award by Gujarat Junction – considered to among one of the most coveted logistics awards in Gujarat

### One World (subsidiary of TTSL):

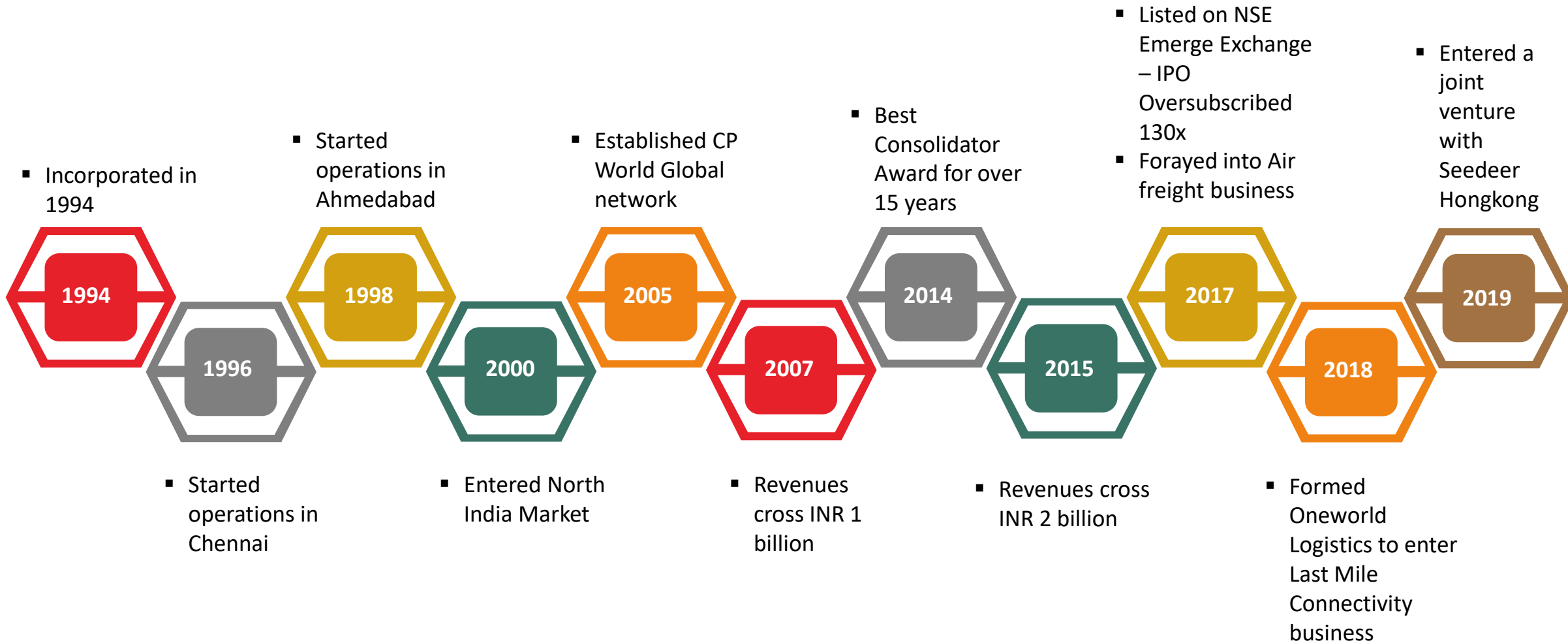
- Signed contract with TataCliq and Snapdeal in October for last mile delivery from their warehouses to consignee’s homes and in some places in India, open & manage warehouses and last-minute delivery
- Got awarded additional 50 new stations by Flipkart as their ODH (Outsourced Delivery Hub). Total stations for Flipkart till date – 80 hubs serving 331 pin codes across 11 states in India with Shipment count of around 40K per day



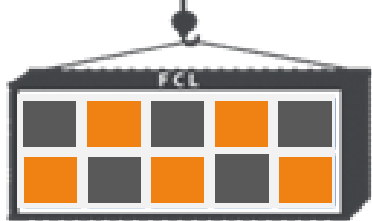
## Company Overview



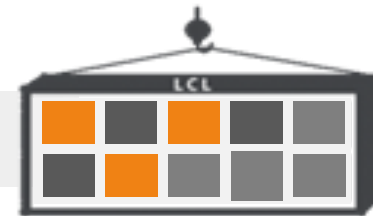
# Key Milestones







## Experienced & Professional Board of Directors



**TOTAL™  
TRANSPORT**  
Keeping Promises Since 1994



### **Makarand P. Pradhan – Promoter and Managing Director**

- ❑ Director of Company since 1994 and has vast experience in Freight Forwarding and Logistics Industry, stretching over thirty years
- ❑ Oversees Business Policies and overall management of Companies
- ❑ Also associated with various Overseas Organisations and is in best position to lead the Company
- ❑ President of Consolidators Association of India
- ❑ Chairman of CP World Group and I Cargo Alliance

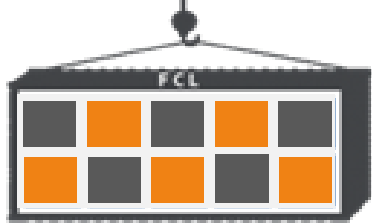
### **Sanjiv A. Potnis – Promoter and Director**

- ❑ Started his career with Dolphin Chartering Services Pvt. Ltd.; Later he joined Forbes Gokak Ltd.
- ❑ Experience of over 25 years in field of Freight Forwarding & Offshore operations and exposure to shipping industry.
- ❑ Responsible for Sales & Marketing across India and globe for Company
- ❑ Actively takes part in key managerial decisions of the Company

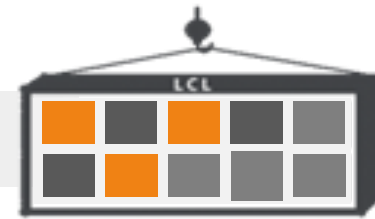


### **Shrikant D. Nibandhe – Promoter and CFO**

- ❑ Diverse experience of thirty years in Logistics, Freight Forwarding and Management of Container Freight Stations (CFSs)
- ❑ Associated since 1998 and is actively involved in all discussions with International Associates
- ❑ Also oversees Finance, leads various other functions like Corporate Communication and Human Resources
- ❑ Treasurer of Consolidators Association of India since Inception in 2003



## What makes us different...



### Robust International Network

- Robust network of consolidator through CP world
- Over 1,100 agents network

### Strong Relationships with clients

- Trusted service provider with long term relationships with marquee clients and over 1,000 smaller clients
- Alliance of over 500 CHA's

### Functional Expertise

- Strong Employee Network – Over 400 employees (Including contractual) across 11 locations in India
- Robust IT System - Web-based, 24x7 real-time tracking and Standardized software

### Freight Consolidation is Cost effective

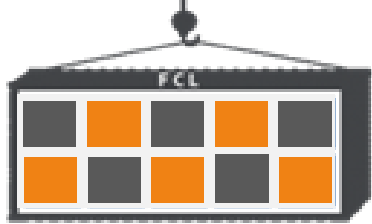
- Freight consolidation services for shipments are cost effective way to transport low volume cargo
- By grouping shipments with others to fill standard container, Company avoids cost of shipping an entire container on a single customer.

### Full responsibility of Shipment & Flexible Pricing

- Takes full responsibility to ship product from point of receipt to point of destination
- Flexible pricing - Pricing is based on nature of goods, location and type of services and facility given to customers.

### Strategic Domestic Footprint

- Present in all major locations including Key hubs, ports

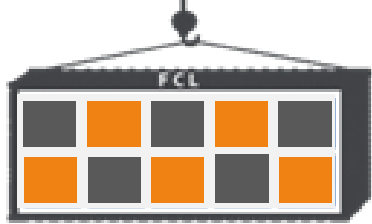


# Marquee Clients

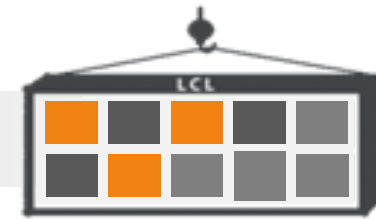




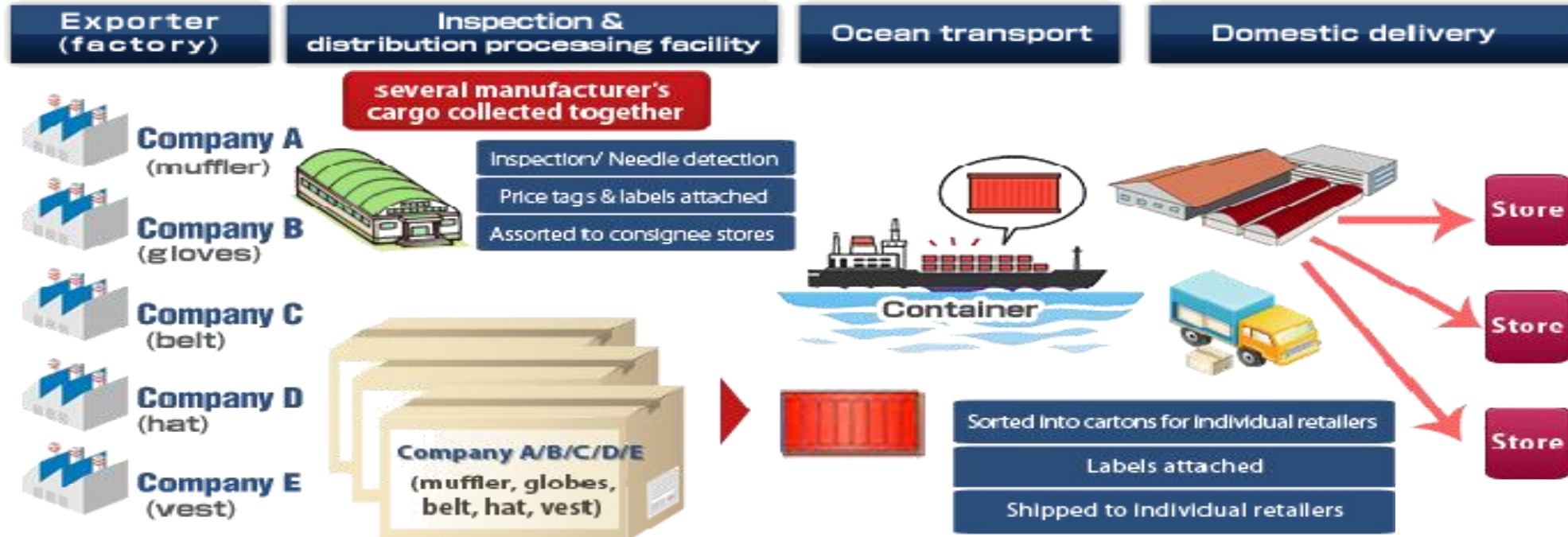
## Business Overview

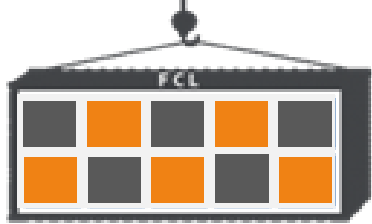


# Cargo Consolidation

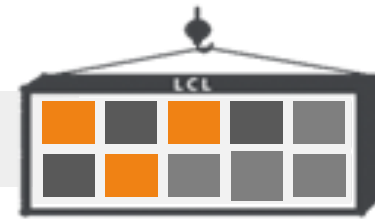


- Cargo Consolidation for less than container loads (LCL) is one of core business activities of Company since inception, and garners good market share in India
- Consolidates shipments for more than 1,100 destinations worldwide through its network across 89 countries
- Long standing tie-ups with leading shipping lines like CMA–CGM, Maersk, MSC, ONE, Hapag Lloyd, Hyundai & Cosco, etc.
- Strong geographies apart from India, are CIS countries, Africa & Afghanistan



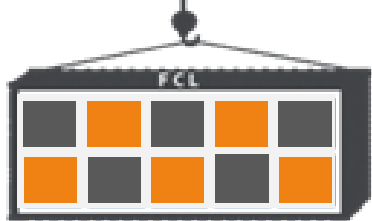


## Freight Forwarding

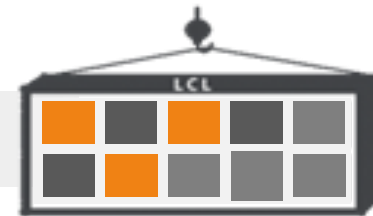


- Leveraging on its LCL leadership to achieve significant presence in Full Container Load (FCL) business as well
- Coordinates with various Shipping Lines, CFS agents and Vendors to provide effective and efficient logistic solutions to its end customers
- Strong buying capacity and controlled business enables them to obtain better rates from carriers
- Good knowledge and experience of moving cargos in inland Africa



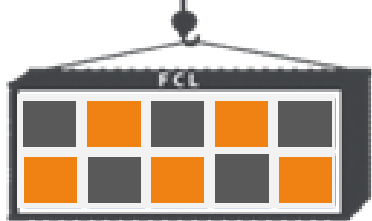


## Air Freight



- TTSL is an international air freight forwarding company providing professional and reliable international air freight import and export services across the globe.
- It has centralized pricing and co-ordination desk in Mumbai for pan India operations.
- It has strong partners worldwide to provide the best possible solutions to its clients like DDP, DDU and Ex-Works as members of freight forwarding networks.
- Specialized team to handle any type of DGR cargo.
- Professional Airfreight handling team with over 15 years of experience.
- Focused to provide shortest turn around time to get shipments confirmed.
- International Air Transportation Association (IATA) Accredited.
- Activity started in July 17, currently averaging 75 tons per month





# CP World Global Network & iCargo Alliance



Greater trust, reliability & exclusivity

Global reach through one-to-one relationships

Contender for top position

- Led formation of exclusive networks (Mr Pradhan is Chairman of both networks)
  - CP World Global Network: Formed with Ken Chiang of Singapore in 2005
  - iCargo Alliance: Formed in 2011 along with CP World Group and Fang Cheng (China)

- 180+ agents connecting 1,100 locations in 89 countries globally that include both key trading partners of India such as Gulf states as well as rapidly growing EXIM hubs such as S.E. Asia, S. America

- Rapid growth in volumes and revenues with increased access to geographies and cargo
- Increased profitability on account of longer routes such as US, Canada, Europe are plied



- Strong global network
- Staff of 1,250 personnel
- Singapore, Hong Kong, Busan and Jebel Ali - Main trans-shipment hubs
- Access to exclusive cargo from/to S.E. Asia, Australia, Gulf states, Europe, Americas



- Registered in Hong Kong
- Promoted by CP World Group and Eurasia Group
- Exclusive cargo alliance across 89 countries with 166 offices

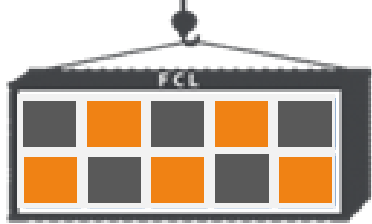


**Mr. Makarand Pradhan**  
**Group Chairman**  
**CP World**

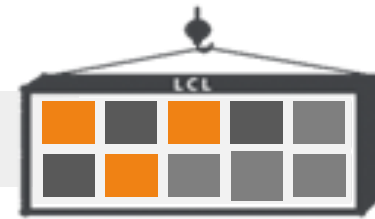


**Mr. Ken Chiang**  
**Group CEO**  
**CP World**



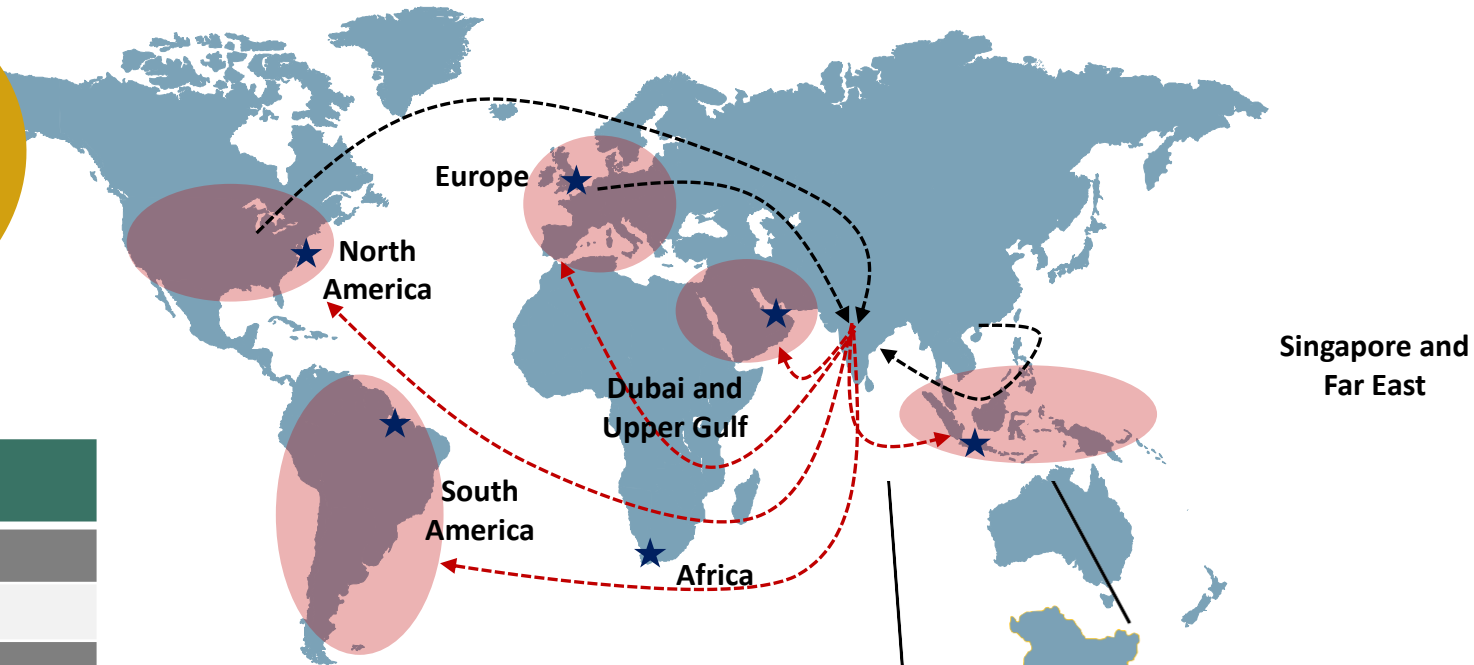


# TTS in association with CP / I cargo Network



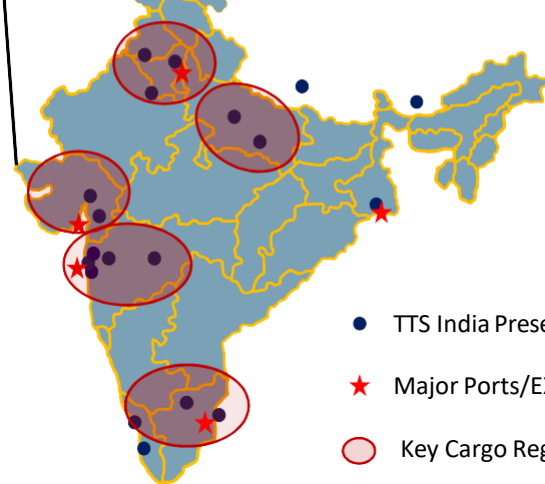
N. America, S. America routes give higher margin per TEU

CP World Contribution	
Asia	36%
Oceania	8%
Europe	20%
Africa	2%
America	12%
South America	10%
Middle East	12%

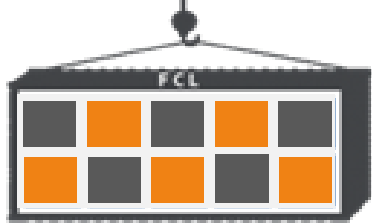


← Export  
→ Import

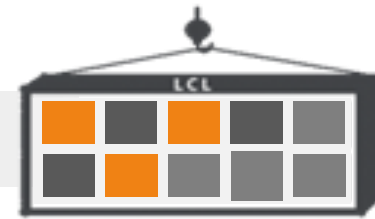
- Traditionally major routes: Dubai & Upper Gulf, Singapore & Far East
- Increasingly plying longer routes: North America, South America, Europe
- South Africa and other African countries also getting more traffic



● TTS India Presence  
★ Major Ports/EXIM hubs  
○ Key Cargo Regions



# One World Logistics Pvt Ltd- Business Model

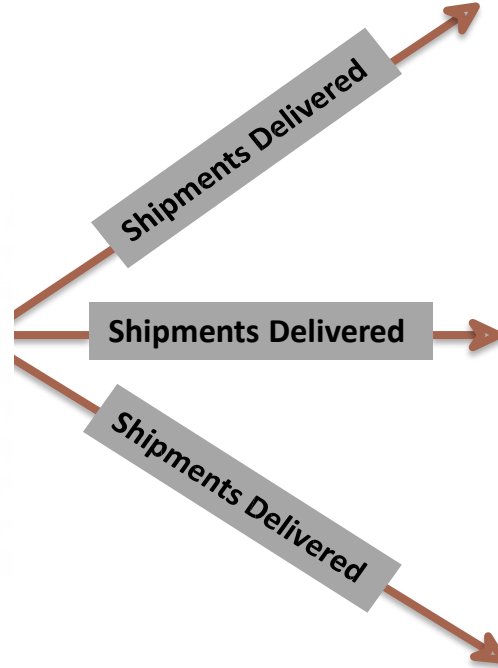


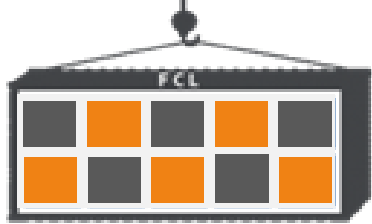
Shipments Picked from stations for final Delivery

DSP / EDSP

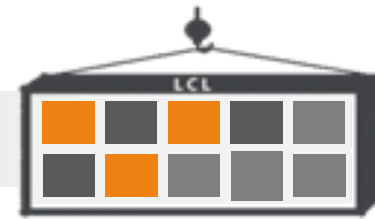
**Exclusive Distribution Service Partners (EDSP):**  
EDSP's are station owned by Company at place where shipments from ecommerce players are received for last mile delivery. Currently we operate through 45 EDSPs

**Distribution Service Partners (DSP):**  
These are stations owned as Captive arms by Ecommerce players and Company picks up shipments from respective warehouses for final deliveries. Currently we operate through 60 DSPs





## One World Logistics Pvt Ltd- Products offered



### Same day Delivery – SDD

**Scope :** Prime ecommerce delivery with in ty municipal limits from single pick up point. Weight limit 2kg.

**Pin code Delivery and Reverse pick up - LMA**

**Scope :** deliveries with in 3 kms to and from origin pick up point, food delivery. Weight limit 2kg.



### 1. Building delivery stations in Tier II cities – RLMA

**Scope :** Prime ecommerce delivery and reverse pick up with in the taluka limits from single pick up point . Weight limit 2kg.

### 2. E-commerce reference Centres

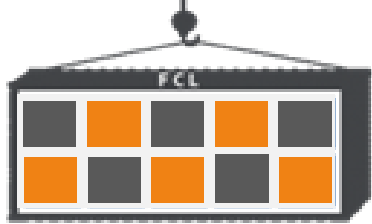
**Scope :** Creating awareness with local marketing and catalogue promotions at taluka level for online companies



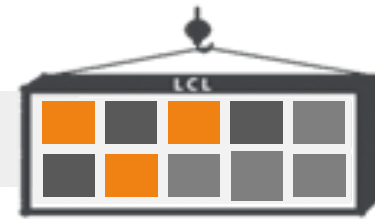
### B 2 B Distribution

**Scope :** Deliveries within same GST state - LTL , FTL





## Future Strategy



**Large customer base and strong relation with marquee clients**

**Capitalise on strong base of over 1,000 plus clients of the Company**

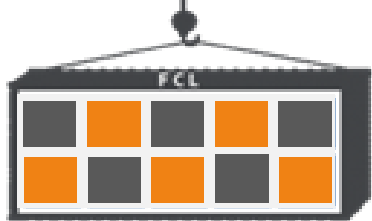
**Consolidation for E-commerce logistic players**

**Cross selling of FCL with existing Customers**

**Strong relationship with over 500 custom brokers**

**Ramping up the Air freight business through Global Network.**





Thank You



**TOTAL™  
TRANSPORT**  
Keeping Promises Since 1994

 **NSE** TOTAL

 **Bloomberg** TOTAL:IN

**REUTERS**  **TOTA.NS**

For further information, please contact:

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**Total Transport Systems Limited**

Mr. Bhavik Trivedi

**Company Secretary**

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